

## Message Text

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PAGE 01 CARACA 02043 022107Z  
ACTION STR-07

INFO OCT-01 ARA-10 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01  
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10  
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00  
AID-05 SS-15 ITC-01 TRSE-00 USIA-06 SP-02 SOE-02  
OMB-01 DOE-11 /115 W  
-----092910 030658Z /13

R 022005Z MAR 78  
FM AMEMBASSY CARACAS  
TO SECSTATE WASHDC 1403  
INFO USMISSION GENEVA

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E.O. 11652:NA  
TAGS: ETRD, MTN, VE  
SUBJECT: VENEZUELA IN THE MULTILATERAL TRADE NEGOTIATIONS

REF: CARACAS 1195 STATE 24987

1. EMBASSY OFFICER REVIEWED STATUS OF MTN WITH ALFREDO VARGAS, DIRECTOR FOR BILATERAL TRADE, FOREIGN TRADE INSTITUTE (ICE). VARGAS REITERATED THAT CONCESSIONS TO BE MADE ON REGIONAL BASIS BY ANDEAN NATIONS ACTING TOGETHER. HE DOUBTED THAT CONCESSIONS WOULD TAKE THE FORM OF TARIFF MEASURES, ALTHOUGH HE DID NOT RULE THIS OUT. LIBERALIZATION OF NON TARIFF BARRIERS TO TRADE WAS CONSIDERED MORE LIKELY. DURING CONVERSATION, VARGAS PROVIDED FOLLOWING LIST OF SPECIFIC INTERESTS WHICH HE SAID HAD ALREADY BEEN DELIVERED TO GOV DELEGATION IN GENEVA FOR TRANSMITTAL TO US DELEGATION:

BTN PRODUCT

03.01 FISH, DRIED AND PREPARED

07.01 SWEET PEPPERS

07.01 OLIVES

20.02 MUSHROOMS, PREPARED OR PRESERVED

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PAGE 02 CARACA 02043 022107Z

22.02 NON-ALCOHOLIC BEVERAGES, EXCLUDING MILK

ACCORDING TO VARGAS, TROPICAL PRODUCTS LIST TRANSMITTED TO US DELEGATION SOME TIME AGO, AND THAT LIST REMAINS UNCHANGED.

2. VARGAS CONFIRMED TO EMBASSY OFFICER THAT GOV IS

TAKING MTN SERIOUSLY, HAS DONE A GREAT DEAL OF WORK IN PREPARATION FOR CURRENT ROUND OF MEETINGS, AND INTENDS TO BE VERY ACTIVE DURING FINAL PHASE OF MTN. WHILE AGREEING THAT MTN EXTREMELY IMPORTANT TO ALL COUNTRIES, HE REITERATED WITH FERVOR ARGUMENTS PRESENTED EARLIER BY GERBASI (CARACAS 1195) THAT REAL DECISIONS ON TRADE BEING MADE BY INNER CIRCLE OF DEVELOPED NATIONS WITH LDCS HAVING TO GO ALONG. IMPORTANT DECISIONS WERE BEING TAKEN OUTSIDE OF MTN CONTEXT WHICH LDCS HAD TO ACCEPT. AS EXAMPLE, HE NOTED THAT PRESENT MTN TIMETABLE ESTABLISHED BY DEVELOPED COUNTRIES AND PRESENTED AS FAIT ACCOMPLI TO PLENARY SESSION OF MTN. WHILE GOV AGREED THAT SOMETHING HAD TO BE DONE TO BRING NEGOTIATIONS TO A CONCLUSION, NONETHELESS LDCS WERE EXCLUDED FROM DECISION-MAKING PROCESS.

3. IN RESPONSE, VARGAS WAS TOLD THAT USG EARNESTLY DESIRES FULLEST PARTICIPATION BY ALL COUNTRIES IN FINAL STAGES OF MTN AND WAS PREPARED TO CONSULT FULLY ON ALL ASPECTS OF DISCUSSIONS AND PROCEDURES. WE HOPED THAT GOV DELEGATION WOULD TAKE FULL ADVANTAGE OF THIS CONSULTATION OFFER.

4. AT END OF MEETING, VARGAS REMINDED EMBOFF THAT GOV WAS ANXIOUS TO BE AS RESPONSIVE AS POSSIBLE TO NEED FOR CONCESSIONS ON THE PART OF DEVELOPING COUNTRIES. HOWEVER, US AND OTHER DEVELOPED COUNTRIES SHOULD NOT EXPECT EQUIVALENT CONCESSIONS, THAT DC CONTRIBUTIONS TO TRADE LIBERALIZATION LIMITED OFFICIAL USE

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PAGE 03 CARACA 02043 022107Z

SHOULD BE GREATER THAN THOSE OF LDCS. FGOING ONE STEP FURTHER, HE STATED DCS SHOULD BE PREPARED TO FINALIZE THEIR CONCESSIONS WITHOUT WAITING FOR FINAL DECISIONS ON TRADE LIBERALIZATION MEASURE ON PART OF LDCS. IN RESPONSE, EMBOFF REMINDED VARGAS THAT WHILE USG PREPARED TO BE GENEROUS IN ITS CONCESSIONS AND IS WILLING TO GIVE MORE THAN IT RECEIVES, NONTHELESS THE MTN WAS A NEGOTIATION PROCESS WHICH REQUIRED CONCESSIONS ON BOTH SIDES, THE SUBSTANCE OF WHICH WAS CLEARLY UNDERSTOOD BY THE OTHER SIDE BEFORE FINAL DECISIONS COULD BE MADE. CROWLEY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 02 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978CARACA02043  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780097-0234  
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**Office:** ACTION STR  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Reference:** 78 CARACAS 1195  
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**Review Event:**  
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**Review Release Date:** N/A  
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**Status:** NATIVE  
**Subject:** VENEZUELA IN THE MULTILATERAL TRADE NEGOTIATIONS  
**TAGS:** ETRD, VE, MTN  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014